

Message Text

UNCLASSIFIED

PAGE 01 BERN 01664 011712Z

51

ACTION FSI-01

INFO OCT-01 EUR-25 ISO-00 COME-00 EB-11 TRSE-00 USIA-15

/053 W

----- 128663

R 011604Z MAY 74

FM AMEMBASSY BERN

TO SECSTATE WASHDC 8978

INFO USDOC WASHDC

UNCLAS BERN 1664

E.O. 11652: N/A

TAGS: BCOM

SUBJECT: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/COMMERCIAL
LOCALS

REF: STATE 83658

1. WE WELCOME THE REAPPEARANCE OF THE ECON/COMM FSL
TRAINING PROGRAM IN THE U.S., AND TAKE PLEASURE IN
SUBMITTING OUR NOMINATION OF DANIEL R. SCHAUBACHER,
FSL-1 SENIOR COMMERCIAL REPORTING ASSISTANT AT EMBASSY
BERN, FOR THE FY 74 PROGRAM. WE WILL HAVE ADDITIONAL
NOMINEES FOR AN FY 75 PROGRAM SHOULD ONE BE UNDERTAKEN.

2. MR. SCHAUBACHER WAS BORN DECEMBER 31, 1937 AT LA TOUR-
DE-PEILZ, CANTON VAUD, SWITZERLAND. HE IS A SWISS
CITIZEN. ATTENDED PRIMARY AND SECONDARY SCHOOL IN LA
TOUR-DE-PEILZ, AND GRADUATED FROM THE COMMERCIAL
AND ADMINISTRATIVE HIGH SCHOOL IN LAUSANNE. HAS TAKEN
SEVERAL EVENING AND CORRESPONDENCE COURSES IN MARKETING,
PSYCHOLOGY, ENGLISH, GERMAN, INTERPRETING, AND INTER-
NATIONAL RELATIONS, AS WELL AS FSI CORRESPONDENCE COURSE
FOR COMMERCIAL FSL'S (CERTIFICATE FEBRUARY 1971). ALSO
PARTICIPATED IN EUROPEAN TRAINING PROGRAM FOR COMMERCIAL
FSL'S HELD IN ROME IN 1971. FLUENT IN ENGLISH, FRENCH
AND GERMAN.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BERN 01664 011712Z

3. HAS BEEN WITH EMBASSY BERN FOR TEN YEARS. BEGAN AS JUNIOR

ECONOMIC REPORTER, PROMOTED IN 1966, AND TO PRESENT LEVEL IN 1972. SEVEN YEARS WORKING EXPERIENCE IN VARIOUS SWISS FIRMS AND ONE YEAR'S EXPERIENCE IN UK PRIOR TO JOINING EMBASSY STAFF. PRESENT DUTIES AT EMBASSY INCLUDE DEVELOPMENT OF TRADE AND INVESTMENT OPPORTUNITIES; HANDLING OF BUSINESS INQUIRIES, VISITORS AND DISPUTES; PROMOTING U.S. EXHIBITIONS IN EUROPE AND ATTENDANCE BY SWISS IN U.S. TRADE FAIRS; ETC.

4. AREAS OF PARTICULAR INTEREST ARE ELECTRONICS; INTEGRATED CIRCUIT APPLICATIONS IN THE WATCH INDUSTRY; EDP AND DATA COMMUNICATIONS; HEALTH INDUSTRY AND BIO-ELECTRONIC EQUIPMENT; AUTOMATION EQUIPMENT AND INDUSTRIAL PROCESS CONTROLS; PACKAGING; SECURITY EQUIPMENT. WOULD BE PARTICULARLY INTERESTED IN VISITS IN NEW ENGLAND (INSTRUMENTATION; ELECTRONICS; POPULAR SITE FOR SWISS INVESTORS); CALIFORNIA (ELECTRONICS); ILLINOIS/MICHIGAN (GENERAL INTEREST); TEXAS (INSTRUMENTS AND ELECTRONICS). WE HASTEN TO POINT OUT, HOWEVER, THAT IN THIS POST'S SMALL COMMERCIAL SECTION, MR. SCHAUBACHER - LIKE OTHER MEMBERS OF THE STAFF - FINDS HIMSELF HANDLING CASES OR DEVELOPING LEADS WHICH ENCOMPASS ALL SECTORS OF INDUSTRY AND ALL MANNER OF PRODUCTS, AND INVESTMENT OPPORTUNITIES COVERING ENTIRE COUNTRY.

5. MR. SCHAUBACHER AND HIS PERFORMANCE ARE ALREADY WELL KNOWN TO KEN ATKINSON IN USDOC'S TRAINING DIVISION, AS TO THE SWISS DESK IN USDOC. ALONG WITH HIS COLLEAGUES AT BERN, HE RECEIVED A UNIT CERTIFICATE OF APPRECIATION FROM THE DEPARTMENT OF COMMERCE IN MAY, 1971. IN JANUARY, 1972, MR. SCHAUBACHER RECEIVED A MERITORIOUS STEP INCREASE. PERHAPS HIS PERFORMANCE CAN BEST BE DESCRIBED BY QUOTING FROM THE TEXT OF HIS NOMINATION FOR THE LATTER AWARD.

QUOTE

DURING MY MANY YEARS ABROAD (THE WRITER HAS BEEN IN THE FEDERAL SERVICE SINCE 1943 AND WITH STATE SINCE 1952), I HAVE NEVER WORKED WITH AS FINE AN EMPLOYEE AS DAN SCHAUBACHER. HIS INITIATIVE ALONE MERITS THE HIGHEST PRAISE. HE IS, FOR EXAMPLE, ONE OF THE FEW FSL'S WHO HAS COMPLETED COMMERCE'S CORRESPONDENCE COURSE FOR COM-

UNCLASSIFIED

PAGE 03 BERN 01664 011712Z

MERCIAL SPECIALISTS. MOREOVER, ACTING ON HIS OWN, HE PREPARED A STUDY ENTITLED U.S. FOREIGN SERVICE TRADE PROMOTION AND COMMERCIAL INTELLIGENCE, AN ACCURATE AND MEANINGFUL ANALYSIS DESCRIBING THE SPECIFIC RESPONSIBILITIES OF AN EMBASSY'S COMMERCIAL OPERATION. IT IS A HANDY GUIDE TO ANYONE NEW TO COMMERCIAL WORK, AND COPIES HAVE BEEN REQUESTED BY COMMERCE AND BY OUR DIPLOMATIC MISSIONS IN EUROPE.

6. IN ADDITON, MR. SCHAUBACHER HAS EXERCISED UNUSUAL INIATIVE IN DEVELOPING CONTACTS AMONG TRADE ASSOCIATIONS TRADE PUBLICATIONS , AND SWISS BUSINESS FIRMS.

7. HE ALSO DESERVES HIGH MARKS FOR THE AMOUNT OF WORK HE TURNS OUT. HE IS ABSOLUTELY UNBEATABLE IN TERMS OF PRODUCTIVITY - NOT ONLY QUANTITY, BUT THE QUALITY OF THE LICENSING, TRADE AND INVESTMENT OPPORTUNITIES HE DEVELOPS THROUGH HIS OWN EFFORS. MANY OF HIS SUBMISSIONS HAVE RESULTED IN CONCLUSION OF TRADE AND BUSINESS ARRANGEMENTS BETWEEN U.S. AND SWISS PARTIES.

8. IT SHOULD ALSO BE NOTED THAT MR. SCHAUBACHER IS THE BEST INFORMED OF ALL EMPLOYEES ON THE OPERATIONS OF THE COMMERCIAL SECTION. HE IS KNOWLEDGEABLE ON ALL ASPECTS OF OUR WORK. THANKS TO HIS WIDE KNOWLEDGE OF THE OPERATION, HE HAS RECOMMENDED,AND I HAVE CONCURRED, WITH A NUMBER OF MEASURES DESIGNED TO REDUCE THE AMOUNT OF TIME TAKEN TO COPE WITH ROUTINE SECRETARIAL DUTIES.

9. DAN SCHAUBACHER HAS ALSO IMPRESSED OTHERS WITH HIS ABILITY AND, EQUALLY IMPORTANT HIS WILLINGNESS TO BE OF HELP. AFTER THE RECENT MEETING OF COMMERCIAL LOCAL EMPLOYEES IN ROME, I HEARD FROM SEVERAL AMERICANS ATTENDING THAT MR. SCHAUBACHER PROVED HIMSELF TO BE THE MOST "ACTIVE AND KNOWLEDGEABLE" PARTICIPANT.
UNQUOTE

10. IN SHORT, IT IS DIFFICULT TO SPEAK OF MR. SCHAUBACHER WITHOUT RESORTING TO SUPERLATIVES. EFFICIENT AND EFFEC- TIVE, DYNAMIC AND CREATIVE, INFORMED AND INVENTIVE - THESE ARE ONLY SOME OF HISSTRENGTHS. PARITICIPATION IN
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 BERN 01664 011712Z

THE FY 74 U.S. TRAINING PROGRAM WOULD PERMIT MR. SCHAU- BACHER TO BROADEN HIS ALREADY BROAD HORIZONS (HE HAS ONLY ONCE VISITED THE USA, AND THEN FOR ONLY A FEW DAYS), AND TO INCREASE HIS OWN FIRST-HAND KNOWLEDGE OF U.S. INDUSTRY AND TRADE. HE HAS MANY YEARS OF SERVICE AHEAD OF HIM, SO THE BENEFITS TO THE POST AND TO OVERALL U.S. COMMERCIAL PROGRAM WOULD CONTINUE TO ACCRUE FOR SOME TIME TO COME. WE STRONGLY RECOMMEND THAT MR. SCHAUBACHER BE SELECTED FOR THIS PROGRAM.
DAVIS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 01 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BERN01664
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740104-0482
From: BERN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740583/aaaacwsr.tel
Line Count: 164
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION FSI
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: STATE 83658
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 17 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <17 OCT 2002 by boyleja>; APPROVED <02 JAN 2003 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: TRAINING PROGRAM FOR FOREIGN SERVICE ECONOMIC/COMMERCIAL LOCALS
TAGS: BGEN
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005